

To: Sunny Balwani[sbalwani@theranos.com]
From: Elizabeth Holmes
Sent: Sat 11/8/2014 8:59:24 PM
Importance: Normal
Subject: RE: deferred rev
Received: Sat 11/8/2014 8:59:21 PM

yes

From: Sunny Balwani
Sent: Thursday, November 06, 2014 6:53 PM
To: Elizabeth Holmes
Subject: FW: deferred rev

we can chat about this over the weekend or tomorrow.

From: Danise Yam
Sent: Thursday, November 06, 2014 6:52 PM
To: Sunny Balwani
Subject: RE: deferred rev

Burn Association	288,000.00	
BC WYM	5,000,000.00	
CBC	5,000,000.00	
Celgene	3,558,016.89	
SFW	55,000,000.00	(include \$25M AR)
WAG	25,000,000.00	
Grand Total	93,846,016.89	

From: Sunny Balwani
Sent: Thursday, November 06, 2014 4:53 PM
To: Danise Yam
Subject: deferred rev

how do you calculate the \$93m under deferred rev on our BS you sent me this week. thanks